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January 8, 2004

In Reply Refer To: 314/264

**LOAN GUARANTY INFORMATION LETTER 26-04-01**

TO: ALL PROGRAM PARTICIPANTS

SUBJECT: 2004 VA Televised Training Broadcasts for Lenders and Real Estate Sales Personnel

**1. BACKGROUND**

VA Loan Guaranty Service has scheduled five interactive televised training broadcasts for employees of lenders during 2004, and one each primarily for real estate sales personnel and fee appraisers. These free broadcasts may be viewed at most VA Regional Offices or any Regional Loan Center (RLC). Attendees can make reservations at our website: [www.vba-roanoke.com/rlc/lrc/](http://www.vba-roanoke.com/rlc/lrc/). Questions regarding training may be sent by e-mail to: [roanoke.lp-lender@vba.va.gov](mailto:roanoke.lp-lender@vba.va.gov). For those who have fast Internet connections and no firewall problems, these broadcasts will also be available in "streaming video" format over the Internet. For details regarding this viewing option, please watch for announcements on Loan Guaranty's website, [www.homeloans.va.gov/lr.htm](http://www.homeloans.va.gov/lr.htm). Since these seminars are interactive, all attendees/viewers will have the opportunity to ask questions.

**2. STUDENT MATERIALS**

Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast. The web address is: [www.homeloans.va.gov/broadcast.htm](http://www.homeloans.va.gov/broadcast.htm).

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### **3. SCHEDULE AND CONTENT OF BROADCASTS**

**Loan Related Issues for Active Duty Personnel - January 21, 2004** (12:00 noon – 2:00 p.m. Eastern Time). *With the current world situation more Reservists and National Guard Members are being called to active duty, and more troops are being deployed. But that shouldn't stop them from buying a new home.* Topics will include:

- Eligibility
- Funding Fees
- Purchasers absent from the closing

**Credit Underwriting Panel Discussion – February 11, 2004** (12:00 noon – 2:00 p.m. Eastern Time). *It's approved!* Tips and hints on mastering VA Credit Standards to arrive at well supported underwriting decisions quickly and efficiently. Presenters will include VA staff as well as lenders, covering:

- Problem credit cases
- Self employment
- Grossing up
- Many other issues

**Fee Appraiser Update – March 17, 2004** (12:00 noon – 2:00 p.m. Eastern Time).

Are you on the VA Appraiser Panel? Would you like to be? Or, are you a lender who would like a better understanding of what our fee appraisers do, and how they do it?.

Topics to be covered include:

- Program participant Feedback on Appraiser performance
- How to apply for panel membership
- VA expectations of Fee Appraisers

**Mortgage Broker, Originator, and Real Estate Professional Panel – April 7, 2004** (12:00 noon – 2:00 p.m. Eastern Time). Thousands of real estate professionals are making money participating in VA's Home Loan Program. Attend this session and find out how you can too.

- Increase your pool of potential customers.
- VA loans are fast & easy to process!
- Help America's vets obtain the dream of home ownership

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**Processing the Loan Guaranty - May 12, 2004** (12:00 noon - 2:00 p.m. Eastern Time). Attend this broadcast and save your company *time* and *money*:

- Obtain *accurate* Loan Guaranty certificates *quickly*
- *Eliminate* the need for *status requests*
- Take the *anxiety* out of *Post Audits*

**Lender Appraisal Processing Program (LAPP) Update - June 16, 2004** (12:00 noon – 2:00 p.m. Eastern Time). This broadcast is for anyone who orders, processes, or reviews VA Appraisals. What's New?

- Property Eligibility
- Minimum Property Requirements
- Proposed Construction
- Appraisal Review Guidelines
- Common Problems and Concerns

### **IF YOU HAVE FURTHER QUESTIONS**

All questions regarding program participant training may be sent to us by e-mail at [roanokelendertraining@vba.va.gov](mailto:roanokelendertraining@vba.va.gov)

/s/

JEANE BLEVINS

Acting Loan Guaranty Officer